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Irish H & V News

IRISH H&V NEWS

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IRELAND'S BUILDING SERVICES MAGAZINE

IHVEX PAYS OFF FOR RECONAIR

Reconair Manufacturing Ltd, in conjunction with five other Irish manufacturers, took part under the "umbrella" stand of the Irish Goods Council at the recent RDS IhVex Exhibition. This initiative on the IGC part has resulted directly in the first export orders for the Reconair Group.

Tom Fleming, Managing Director, Reconair Ltd, clinched a £45,000 order for the company, to be manufactured and shipped within six weeks to Scandinavia. Reconair Manufacturing Ltd will be supplying two 50-ton, air-cooled water chillers; one 40-ton water-cooled water chiller; and one 10-ton air-cooled condensing unit, in addition to a total design and fabrication package prepared to the customers satisfaction.

Coming within 12 months of the setting up of the manufacturing company in Coolock, this exciting development augurs well for the level of quality product, the standard of design and the overall capabilities of the entire Reconair Group. A growing reputation for guaranteed delivery schedules is creating a response with Irish contractors, consulting engineers etc.

An awareness that "catalogue" type selling is on the way out of the Irish scene, and an ability to obtain tailor-made installations for their customers, is bringing Reconair Manufacturing Ltd to the forefront in the Irish building services sector.

A Reconair spokesman pointed out that the export achievement would not have been obtained were it not for the innovation shown by both the Irish Goods Council and the IhVex organisers — Irish Trade & Technical Exhibitions (ITTEX) Ltd — in getting together such a worthwhile promotion of Irish-manufactured products.

FULL MARKS TO NEW DUBLIN GAS

Having at times been critical of the installation policies adopted by New Dublin Gas, it's nice to be able to compliment them on their latest endeavour.

There have recently been two major changes in their operating methods, both of which suit the trade while at the same time offering the end user — the consumer — a vastly improved service.

The most significant of these change is that the list of independent authorised contractors will now be doing all installations according to the Draft IIRS Gas Industry Standards. Also, the IDHE Form of Contract has been endorsed for use.

Secondly, the list of approved contractors has been upped to 35 firms thereby providing the consumer with a better choice to choose from.

Additionally, generous schemes have been arranged to promote new installations or indeed changeovers from solid fuel and oil to natural gas. These include a choice of £200 worth of free gas or £300 off a new gas cooker.

Other benefits include good credit terms; free 30 feet gas connection; free survey and estimate; 12 months guarantee on parts and labour; and a choice of three systems:- floor boiler, wall mounted boiler or back boiler and gas fire.

FLAKT USES IRELAND

FLAKT — the Swedish air handling and air engineering Group — this year selected Dublin as the venue for their Annual Internal Managers Meeting.

Sixty two managers and department heads from Sweden, spent four days in Ireland, in the beginning of May, discussing company strategy and policy for the coming year. For relaxation they spent one day on a golf course and visited some Irish taverns.

FLAKT are part of the giant Swedish ASEA Group which in 1984 had world-wide sales of £4,000 million of which FLAKT accounted for £1,000 million

FLAKT employ worldwide 14,000, and have 51 foreign subsidiaries.

IhVex '85 — Review Inside

• At the official opening of IhVex '85 — Patrick Dowling, Irish Goods Council, with Eddie Collins, TD, Minister of State at the Department of Energy; Virgil Bolger, IDHE and Gerry Murphy, Managing Director, Irish Trade & Technical Exhibitions (ITTEX) Ltd. See page 22 for full report.

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IN THIS ISSUE

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ABC

NEWS

PROSNIP LINE FROM PACE

Petersen Manufacturing Co Inc of DeWitt, Nebraska, USA, the makers of Vise-Grip locking hand tools, has acquired the assets and business of O'Keefe, Inc, USA.

O'Keefe, Inc was founded in 1981 by James R O'Keefe to manufacture the Prosnip line of offset snips. O'Keefe's invention, for which a patent has been issued to Petersen Manufacturing Co Inc, represents a significant improvement in snip technology.

Offset Snips work more easily and efficiently than conventional compound leverage or "Aviation" Snips. They also keep hands safely above work and allow material to flow easily under cutter. Forged steel blades cut sheet metal, lino and other materials. Snips cut in three directions and have a pinch point wire cutter. They are available for left and right hand cutting.

Petersen's Chairman, Allen D Petersen, commented, "This acquisition represents an excellent fit with our Vise-Grip and Unibit trademarks and the addition of the Prosnip line of offset snips further enhances our overall sales potential and visibility to our entire distribution base."

For further information, contact Vincent Maher of Petersen's Irish associate company. Pace Marketing Ltd, 1 Belvedere Court, Dublin 1, (Tel: 749010).

• Part of a group of Co Clare plumbing contractors on a visit to the Wilo Pumps factory on the Raheen Industrial Estate in Limerick. Pictured are Tony Cusack, Wilo Pumps; Gerard Callinan, Ennis; Mrs Bernadette Callinan, Ennis; Frank Flaherty, Ennis; Christy McNamara, Ennis.

ENVAIR CLEAN AIR

Five Envair clean air cabinets and modules, which have just been supplied by P J Brennan & Co, Dublin, illustrate the wide range of applications for such equipment in health care and industry.

A 6ft horizontal laminar flow clean air cabinet has been supplied to the laboratory of a Cork brewery and a similar unit has gone to an agricultural sciences laboratory for the micropropagation of plants. A bench-mounted Class II microbiological safety cabinet has been installed in Dublin's public analyst's laboratories and a second Class II is being used by the manufacturer of artificial kidneys both for sterility and for the removal of epoxy fumes during processing.

The fifth Envair unit, a vertical laminar flow clean air module, has been ordered by a microelectronics company to provide Class 100 dust control conditions during a sensitive procedure in the production of diodes.

P J Brennan & Co, Stillorgan, Co Dublin, is the sole sales and servicing agent in the Republic of Ireland for clean rooms and clean air equipment produced by Envair (UK) Ltd.

• Jim Anderson, Managing Director, Walker Air Conditioning Ltd, (left) and Michael Tucker, Managing Director of Liebert Ltd, shake hands after signing the sales agreement at Liebert's Head office in Maidenhead.

Walkers & Liebert Formalise Agreement

Walker Air Conditioning UK Ltd have recently formalised a long-standing sales agreement in Scotland with Liebert Ltd — a market leader in the manufacture of environmental and power support systems for computer rooms.

Jim Anderson, Managing Director of Walker Air Conditioning, commented "I am delighted that our informal agreement with Air Sales Ltd, now part of Liebert Ltd, has been ratified and it reflects the very close and successful relationship built up over the years, that exists between our two companies."

Walkers have been very successful in the marketing of Liebert Air Conditioning equipment in Scotland and throughout Ireland. Within two years sales have more than doubled. Liebert's product range complements Walker's franchise of Carrier Air Conditioning and refrigeration equipment in the same territory. During 1984, in addition to many smaller projects, they closed two very major contracts involving Liebert equipment.

• Pat Gaffney, Managing Director, Taney Distributors with Ian A H Elst, Manager, European Operations, A O Smith Water Products Company, after they had formally signed the recently-completed agency agreement between the two companies.

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NEWS

• *Wilo Pumps Ltd, which employs 140 people in Limerick in the manufacture of central heating circulating pumps, expects to achieve exports worth approximately £10 million in the current year. This was stated by John Ryan, Managing Director, when the Minister for Justice, Michael Noonan, visited the Wilo stand at IhVex. Pictured are: John Ryan, Managing Director, Wilo Pumps Ltd; The Minister; Tony Cusack, Sales Manager and Jack Stankau, Marketing and Export Director of the German parent company, Wilo-Werk Dortmund.*

IHVEX '85 SPEAKERS

• *Pictured after the IhVex '85 lecture, entitled "Who Guarantees Quality Assurance" at the RDS were (seated) Sean Mulcahy, Chairman, VMRA and Brian Moss, Managing Director, NuAire Ltd, who delivered the lecture. Standing are Michael Buckley, Director, Walker Air Conditioning Ltd; Michael Moloney, Chairman, CIBS; P J Doyle, Managing Director, H A Neill; and Bill Burns, National Standards Authority of Ireland (NSAI), located at IIRS.*

• *Visiting Trinity College Dublin were the senior engineers from the Chinese Coal Ministry in China who were guests of Atlas Copco in Ireland to see a raise boring machine in operation.*

Chinese Engineers Visit Ireland

Atlas Copco (Ireland) Ltd hosted a visit to Ireland of a group of senior mining engineers from the China Coal Ministry in Peking. Coal is a major power in China where it is used to generate over 70% of all electricity used.

With a current production of some 180,000 million tons (almost twice the size of the British coal mining industry), mining engineers in China are investigating new mining methods and equipment to increase production.

Ireland played an important role as a visit took place to Tara Mines Ltd, Navan, to see an Atlas Copco R 200 raise boring machine in operation. The R 200 is being used to drill ventilation shafts at Tara Mines and the Chinese mining engineers were able to see a 3.2 metre diameter shaft being drilled at almost 1 metre per hour.

To date, one 200-metre shaft has been drilled and the Chinese saw the second shaft in operation after 140 metres had been drilled.

Prior to their departure, a visit to Guinness Brewery was arranged followed by a visit to Trinity College to view the Book of Kells.

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NEWS

NEW MARKETING CO.

George Flatley Ltd (Saw and Sheetmetal Services) have announced the formation of a new associate company — Grosvenor Consultants & Marketing Advisory Services.

Patrick J Brazil has been appointed Managing Director.

The firm will offer an extensive range of services in the area of engineering, production, marketing, business planning, capital projects, finance and accountancy.

This type of advisory service is especially useful to Irish companies wishing to expand abroad.

• J J Sampson a the Energy Seminar/Exhibition Roadshow (six venues) — Sligo, Mullingar, Limerick, Galway, Mallow, Waterford. Organised by Energy Management Association and IIRS. Picture, taken at the Ardree Hotel, Waterford (14/3/1985) shows the Minister discussing the advantages of Danfoss radiator thermostats on the J J Sampson stand. From left are David Sampson, Director J J Sampson & Son Ltd, Irish Agents Danfoss Control Equipment; Mr E Collins Minister of State for Energy and Mr T Quinn Deputy Director General IIRS.

LETTER TO THE EDITOR

Attention: The Editor,
Irish H&V News,
5/7 Main Street,
Blackrock,
Co Dublin

Dear Sir,

You recently printed an article in your March '85 issue written by Maurice Dore entitled "Tower of Babel Built by Pump Engineers". I found the article most stimulating and would like to compliment Mr Dore for the obvious effort he made in compiling the article.

However, I would like the opportunity of refering to some of the issues raised in the article and hopefully clarify what I believe are misleading observations by Mr Dore.

(1) On twin canned rotor pumps Mr Dore mentions that by changing impellor and motor on one side of the unit differing flows can be achieved. This is correct but a much easier solution is to run one motor at a slower speed than the other thus achieving a change in flow rate without changing either the motor or the impellor. This has the advantage of always having the availability of a pump capable of peak load if required. Such operation is possible with Wilo DOP/DOS Dual Pump Units which use 4 speed motors

(2) Duplex control panels are primarily used to give automatic changeover from duty to stand by operation should the duty pump fail. Recommending that this changeover be done manually is defeating the primary purpose of having dual pumps which is to give automatic stand-by.

Wilo manufacture a changeover panel, the S2R3D which has the standard function of Automatic Changeover, a timer to run the stand-by pumps each day and a terminal for connecting an external alarm to alert people in maintenance that a fault has occured. This alarm can be either audio or visual in nature depending on choice. Therefore, using such a panel eliminates the problems which Mr Dore mentions in the article.

(3) To say that canned rotor pumps are not suitable for chilled water is not correct. Wilo have been using such pumps for years on chilled water with great success.

Of course dew point condensation can occur on the windings in canned rotor pumps if used on chilled water but only if the motor has not been specially treated. Wilo expell all the air surrounding the motor windings by filling with a resin and this prevents condensation. If you have no air you have no condensation. Therefore canned rotor pumps can be and have been used very successfully on chilled water applications.

On the question of metric or imperial measurements I have to fully agree with Mr Dore and would hope some day to see a standardisation of the terms used in system design/pumps.

Thank you for allowing me the space in your magazine to express my views and look forward to other interesting articles in future issues

Yours faithfully
Tony Cusack
Sales Manager

Taney Cuts Heating Costs

At a very professional and educational lecture/product launch in the Burlington last month Taney Distributors formally announced the signing of their distribution agreement with A O Smith Water Products Company.

A O Smith is a world-renowned name in the area of water heating who have recently become very strong in all the major European markets.

Just recently they turned their full attention to the Irish market place and, having re-examined their position in the water heating sector, decided on the appointment of Taney to further strengthen and expand their penetration.

A O Smith's investigations into efficient use of fuels found many industrial and commercial premises providing combined space heating and hot water from central boiler plants, the hot water being produced via indirect calorifiers. For considerable periods, particularly during the summer months, when the demand is for hot water only, these installations operate on part load only, proving to be inefficient and expensive to run.

A O Smith, recognising the need for an alternative system, have over the years, developed a comprehensive range of direct gas-fired storage water heaters which provide independent high volume hot water, cheaply and efficiently. There are 12 models available in their atmospheric burner type range, which are simple to install, simple to operate and require very little maintenance.

All models can be supplied for both natural and bottle gas. They offer storage capacities from 113Ltr to 370Ltr and hourly recovery rates (thru' 45°C temp rise) from 134Ltr to 2000Ltr. They can be installed singly or as interconnected multiples. All units can be supplied (as an option) with electrically operated soleniod valves for main burner gas supply. These when used with a 24-hour or 7-day clock programmer can effect, depending on the pattern of hot water usage, even greater fuel savings. The case for such a system has never been stronger than it is today with rising fuel prices.

The hot water demand in hotels, sports clubs, schools, restaurants, factories and similar premises, can be very economically served by an A O Smith system. A separate hot water supply offering a quick recovery rate, located close to the area of usage, independent from the space heating demands, results in the efficient use of fuel and effective cost savings. The system is not only ideal for replacing inefficient indirect systems; it is also a most economic system for producing hot water when considering systems for new buildings.

The A O Smith range of water heaters carry approvals from all major European gas test houses and are listed by the Water Research Centre in the UK.

face to face

COMBINING QUALITY WITH COMPETITIVENESS

BRENDAN STACK

As a result of deep recession in the building industry, VAT at point of entry, reduced profit margins and liquidating main contractors, the mechanical industry's subcontractors and suppliers have effectively become "banks without collateral". Face to Face talked to the Managing Director of one of the most successful supply companies — Brendan Stack of BSS (Ireland) Ltd — to ascertain how such problems can be overcome.

For a business that is so well established with such a varied product range, it is a little surprising to remember that BSS (Ireland) Ltd is a relatively young company. As BSS (Ireland) Ltd, it is only ten years old this year and even if one goes back to its earliest beginnings, as the Dublin Branch of BSS, it is only 28 years old.

It was already 1957 when Charlie Fitzsimons, with this wife as secretary, started up a Dublin branch of British Steam Specialities Ltd in a small office in Leeson Park with a warehouse behind and his apartment above. By 1971 the staff had increased to 15 and the premises were outgrown, so the move was made to White Heather Estate on the South Circular Road where they have remained to this day.

Brendan Stack joined the company in 1963 after two years studying quantity surveying and nine years experience in consulting engineering. A sign of the company's health is that, although only 28 years established in Ireland, several staff have over 20 years' service, with most promotions being undertaken internally.

Brendan himself has served 22 years and since 1975 is Managing Director of both BSS (Ireland) Ltd and Pulvertaft Ltd of Cork, the wholly-owned subsidiary which was purchased from the Metal Products Group in 1975. Pulvertaft Ltd services the Munster counties and carries the full BSS range of products as well as the wide plumbing range it handled prior to 1975.

John Brophy, who had previous wide experience in the heating contracting industry, is Assistant Managing Director, and Brendan Coghlan who is, by the way, not quite as well known as his famous running brother Eamonn, is Commercial Manager in Dublin. Paddy Byrne, a real "Dub", is the General Manager of Pulvertaft in Cork, aided by Michael Quinlan, Saes Manager.

Although he remembers the serious building industry nine-month slump in 1978/79, Brendan has never seen the industry in such a bad state, and he can't see it returning to the levels of the 1960's. "Commercial building is almost dead in Dublin; Cork, Limerick and Waterford are all down, and while there is obviously some new building, such as State-funded hospitals, the main business is now from industrial end-users in their existing plants.

"Cork in particular has become a very competitive market for its size — more so than Dublin — and over the past two years Cork has become much more prone to bad debts than Dublin. I would say that has been the experience of most companies operating there.

"The market everywhere has become highly volatile, and one needs to change marketing strategy every six months. BSS (Ireland) Ltd has changed its products, widening the range available, and has changed its salesmen's calling patterns regularly; Sales engineers visit consultants and major end-users and territory salesmen cover mechanical contractors.

"The biggest problem facing all reputable suppliers must be the method of payment within the building industry, coupled with the introduction of VAT at point of entry. In the present economic and industry climate, the chain of payment from client to contractor to subcontractor to supplier has got to be broken, as both subcontractors and suppliers have effectively become banks for the industry without collateral.

"The unfairness of the Banks being preferential creditors, after the State, should be looked at in the future, as ordinary creditors such as suppliers generally receive nothing in liquidations.

"Until recently, with VAT at 23% for tube and fittings and 35% for heaters, valves, heat exchangers and so on, we had to pay an average of 29% 'up-front', then stock the goods, sell them and then wait sometimes 90 days for payment. We have at least had a 6% reduction in the latest Budget to 23% overall but, with profit margins already reduced for everyone due to competition, it remains an unnecessarily costly procedure to stock. The outstanding debtors at any time in the UK and Northern Ireland is on average 30 days less than here.

"A supplier can of course be careful as to how much credit he gives each customer, but even the best subcontractors can so easily get 'caught' by the failure of the main contractor.

"However, the introduction of VAT at point of entry did remove a lot of small agents from the market who were operating on commission. They almost died overnight and so the merchant business was cleaned up somewhat. On the other hand, if you look at some of the supply companies that have recently gone into liquidation leaving large amounts of PRSI and VAT unpaid, it is obvious that unfair competition remains for those companies who honour their obligations.

"It is perhaps in this area of competitiveness that BSS (Ireland) Ltd has responded most of all. The company has always earned a reputation for quality products but it would be true to say that up to two years ago we were not always thought to be competitive. Now that is no longer the case and it is a combination of quality and competitiveness that is helping us to maintain our position.

"One final area in which all Irish supply companies, including BSS, could improve turnover is on the major multi-national projects. The IDA could do more for the home suppliers, as these projects are handled by American or London consultants who tend to use the products they know. They do not specify for local conditions and, as a result, have to fly in spares later.

"The major supplies of engineering products, including pipeline equipment on the Alcan project, were imported directly from the USA and Europe, and most of the engineering supplies for the offshore oil industry off Cork is shipped directly from the USA and Aberdeen.

"The ESB is very fair and gives local suppliers every opportunity to tender, but for multi-national projects generally the Irish suppliers tend to get the left-overs."

New Products

TALBOT GAUGE

Plumbing and heating engineers frequently find it necessary to check the pressure of taps, washing machine supply valves, shower units etc. Up to now this has not always been a simple operation due to the difficulty and time involved in interrupting the supply to take a reading.

An instant pressure gauge is now available that requries no screwed connections or special adaptors. An quick pressure reading can be taken from any round-orifice outlet up to 1".

The instant gauge has a rubber cone which is pushed into the tap or hose. The gauge is of one-piece robust-construction and is protected by a thick rubber casing. S W Carty, the agents, say that the latter is essential as the gauge being pocket-sized, will be carried everywhere by plumbers and watermen and will frequently be dropped.

The gauge is now becoming a permanant part of every good plumber's tool box. It sells for around £18, exclusive of VAT.

(Reader Enquiry Code No 61).

• *Talbot's instant water pressure gauge.*

FIGHTING DISEASE

It is now recognised that hot water systems can be contributory in outbreaks of legionnaires disease.

From 1980 investigations implicated hot water systems as sources of infection. Recommendations were made by the British DHSS to raise storage and supply temperatures.

A publication of the Building Research Establishment in Britain recommends that, for maximum safety, water that has been stored for a significant length of time at an intermediate temperature should not be delivered to the point of use without first being heated to 55-60°C; and the design of systems should aim to ensure this condition.

The report provides guidance on design and operation of water supply systems to avoid risk of the disease.

(Enquiry Code No 58).

SELKIRK BROCHURES

A leading manufacturer of prefabricated chimney systems, Selkirk, has produced two new product brochures.

The first deals with all the company's products which are specifically oriented towards domestic solid fuel heating equipment. These are the SC and SM stainless steel twin-wall insulated chimney systems; the single-wall vitreous-enamelled steel decorative flue pipe system for connecting appliances to insulated chimneys; precast fire chamber and the square chimney housing.

The second new publication gives full information on the revised specification for the ST all-fuels chimney system — now a twin-wall product with 75mm of insulation. Materials, construction, dimensions, component weights per metre run, thermal performance and other technical aspects of the system, together with size range details, are all covered.

(Enquiry Code No 54).

ULSTER NEWS

Coolmaton Chillers

Collmation Ltd, who are the sole UK distributor of Rhoss liquid chillers and air conditioning equipment, have announced a new range of chillers for the British market.

The three new models — designated 010CWA-024-038 and 047 — have nominal outputs of 24,000, 38,000, and 47,000 KCals/hr respectively. These outputs are measured when delivering water at 7°C when operating in an ambient temperature of 32°C.

These new models extend Rhoss' existing 010CWA range of chillers with the lower outputs of 6,000, 12,000 and 19,000 KCals/hr, and so enable Coolmation Ltd to offer a far wider capability to their customers.

The new range contains many technical features that allow a high degree of flexibility. All three new models have centrifugal fans to allow warm air ducting for heat recovery and each incorporates a Maneurop hermetic compressor.

The 38 and 47 models are dual circuit machines and all three are designed for indoor and outdoor applications. The machine cabinets are all made of galvanised steel and coated in epoxy resin paint, so providing customers with fully weatherproof equipment.

Available accessories include condensing pressure controls for low ambient operations.

The new machines are also offered as centrifugal fan condensing units or reverse cycle heat pumps. In whatever form, they surpass all European safety standards and are built throughout to a high specification. They obviously represent a considerably broadened capability for the Ringwood based Coolmation Ltd.

The size and output of these new machines will allow many customers to either dramatically reduce or effectively eliminate their current heating costs whilst efficiently meeting their cooling needs.

Selkirk £¼ Million Housing Contract

Leading chimney manufacturer Selkirk, has won a Northern Ireland Housing Executive contract for the supply and fitting of 5" SC prefabricated, sectional chimney systems in 700 houses in Belfast's Grosvenor and Shankill redevelopment areas.

SC is a twin-wall product, with 65mm of mineral fibre insulation between its twin stainless steel walls to enable the smooth-faced inner liner to reach operating temperature quickly and to stay hot, maximising draught and minimising condensation of tar, creosote and other waste products of combustion.

Consulting engineers for the Grosvenor sector of the contract are B P Williams & Associates, and for the Shankill sector, Williamson Brown Crozier & Wyatt.

Lignite Tests Give Hope

First tests have been completed at Belfast West Power Station with firing Crumlin ignite.

The initial tests, apparently successfully proved that Lignite could be used as a power station fuel; though of course the quantity available for the tests would not have been sufficient to either formulate a future policy.

The tests were conducted by representatives of Mincorps, the developers of the land. Present also were officials of the NI Electricity Service and the Government.

The distinguished visitors included Dr Rhodes Boyson MP Minister of State, who, afterwards, spoke of his hopes for the find and the result it would have on the N.I. economy.

Stone Acquire Allen & So

Stone International have acquired the majority of the assets of W G Allen & Sons (Tipton) and its subsidiaries. No doubt we will hear in the near future what effect, if any this will have on the boiler manufacturing interests of the copmanies involved.

Beggs Appointment

Mr Alex Beggs, a director of Belfast Builders Merchants — J P Corry — has been appointed Chairman of the Northern Ireland Builders Merchants Association.

Polypipe Ulster

Polypipe Ulster Ltd have commenced production in Craigavon of sewer pipe and rainwater systems. Sales Manager of the new ccompany is Mr Trevor Turnbull and Manufacturing Director Mr. Tom Sinson.

Potter Cowan Appointment

Potter Cowan & Co (Belfast) Ltd announce that Mr Bob Allen has been appointed marketing consultant. He will be responsible for the development of certain of the domestic appliance equipment handed by the company.

• At the recent "At Home" held by Williams & Shaw, Consulting Engineers, Carryduff offices were: J W Whittaker with J A Mayes, Partner, Williams & Shaw; Alderman E Harper, Mayor of Castlereagh; and A D Nicol.

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COMPREHENSIVE DISPLAYS ATTRACT 170,000 VISITORS

The ISH in Frankfurt was once again outsandingly successful in 1985 in fulfilling the needs of the market for heating, air-conditioning and sanitation technology. It provided a comprehensive display of all that is available to meet the enormous European need for modernisation and, at the same time, to correspond to the vital questions of environmental protection, energy saving and humane, healthy living.

The total of around 170,000 visitors (a good four-fifths of them qualified experts) represents the positive response to this offer — an economically encouraging response in the light of the modest level of new building volume.

The entire branch senses the benefit of the modernisation and renovation trend, which also extends to export business.

The relatively stable price structure was an advantage for the economic aspects of talks on the exhibition stands. Price reductions were the exception, but a good 40% of all exhibitors had not implemented any price increases in the last six months — among the others, rises over 5% were noted in only a few cases.

The question ofenergy saving on the heating oil sector was not only dominant for the experts, and not only in terms of cost savings, but at the same time in consideration of the parallel reduction in pollution.

There was a very positive response for the new technologies, such as the condensation or latest heat system on the boiler sector. An equally apparent need for information was shown on the sanitation branch for ideas proposed in the modernisation of bathroom, WC and kitchen in old buildings. With the rising cost of labour, a decisive criterion for all technical household fittings has become the generally pre-fitted "packet sets", saving installation work, with "ready-made installation units", pipe system sets and attachment elements.

As was impressively demonstrated by the ISH '85, all forms of progress are dominated by "humane technology". This is reflected in the awareness of its physiological and ecological effects as well as an aesthetic and practical designing. This is particularly apparent on the sanitation sector, where comfort and convenience set the tone. And the health and fitness vogue also shows that it has found its way into the bathroom. But "pure" technology cannot ignore the aspect of design either — as shown by heating boiler, burner and above all radiator design, for example.

The air conditioning and ventilation sector has begun to transfer techniques used on large-scale projects to the requirements and dimensions of the home: ensuring the continuous exchange of air necessary for health reasons, and for the building structure (CO_2 and humidity reduction).

The heating technology sector was dominated by the intensified trend to the replacement of old systems. In the lead today are low temperature heating systems, with their optimum utilisation of energy. With the burner as the dynamic component in heat production, pre-warming of oil is accompanied by optimum regulation of output through the distribution of load over two jets, exact combustion air regulation and the integration of the entire heating regulation process.

The latent heat technique, which exploits through condensation of exhaust gases, the latently available heat still there, was shown to be an established technology.

As far as energy suppliers are concerned, it was possible to determine a trend in favour of natural gas. Perfected systems also facilitate economic and easily operated use of regenerative energies. For the firing of the most widely varied solid fuels, the pyrolysis process tried out in communal garbage recycling was on offer, exploiting the gasification of organic matter and subsequent gas burning.

The ventilation and air-conditioning industry offered economically ideal solutions for "controlled ventilation", creating healthy living conditions through the exchange of air and protecting building substance from the damaging effects of humidity. Thanks to heat recycling, ventilations units are amortized in a relatively short period.

Control and regulation technology is of primary importance on all technical household sectors: what began as "convenience" has now become urgently necessary for energy saving purposes. Optimum regulation as implemented in the large-scale building through — building control techniques was presented at the ISH '85 on a scale suitable for the home: from district regulation and long-term programming to system supervision and long-range defect diagnosis to the service mechanic. Micro-computer technology also supports greater comfort at lower operating costs, e.g. with the programmed thermostat valve.

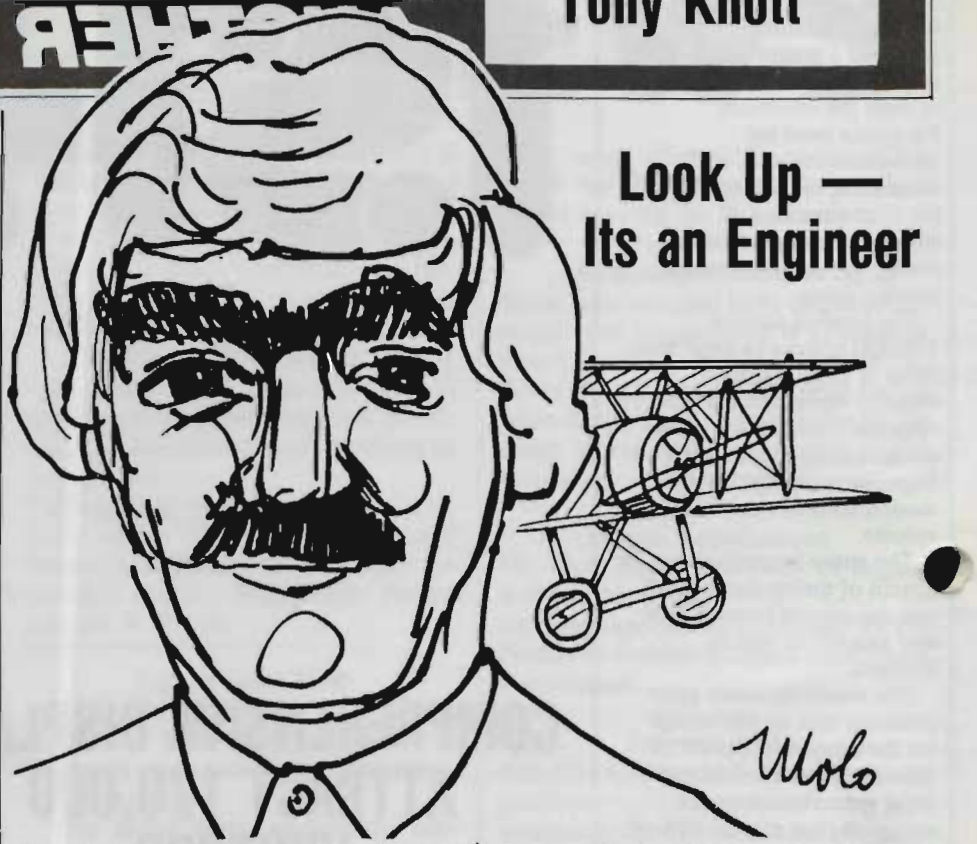
Speed-regulated circulating pumps permit non-phased adjustment of pump performance and the harmonisation of the pump characteristic to that of the system. At the same time, these take over the function of air separators from heating and cooling systems.

On the sanitation sector, the ISH '85 emphasised the trend to the "living-bathroom". People today want roomy, light and inviting bathrooms. Colour and form play a decisive role. The industry has shown exceptional adaptability here. Even mountings, shower-heads or drain outlets can be chosen from a wide palette of matching colours. A common theme running through product developmentis the environmental compatibility of technology, and this means the water-saving toilet unit just as much as the mountings adjusted to the most economic consumption and energy saving.

For water treatment techniques, the fair compared the most varied systems to demonstrate vividly to the installation trade the technically reliable offers with which it can most efficiently fulfill promised performance expectations for its customers.

ANOTHER SIDE OF...

Tony Knott



Look Up — Its an Engineer

Back in 1969 a young 29-year-old services engineer, then working for Varmings (VMRA), was despatched down to re-open the practice's Cork office due to their involvement in the UCC Science Building. It was then that he started to learn to fly single-engine aircraft and has since taken to it like a bird in the sky.

Tony Knott — yes, it was he — left Stephenson & Associates six months ago to go to Brussels (via Aer Lingus!) where he is undertaking a three-year contract with the European Commission's Esprit Programme, helping European computer manufacturers to become compatible with their Japanese and American counterparts. His experience with project and general management got him to Brussels, and it was there that *Irish H&V News* caught up with him to talk about flying.

Tony already has some 400 hours flying under his belt, all of it in single-engine, two-seater aircraft. For those who know their aeroplanes, most of this time has been in a Morane 880B or a Cessna 152, both of which have full instrumentation for flying in cloud plus radio and navigational aids. However, short period have also been spent in an Auster (used as a spotter aircraft in the First World War), an Aeronca (a fabric-covered plane) and a Jodel (a wooden aircraft). These planes are fairly basic — "they don't even have an electric self-starter", says Tony — and operate mostly from grass fields such as Weston near Lucan.

Tony acquired his night flying rating in 1976 and an instructor's rating the following year, and since then has been an instructor with the Leinster Aeroclub based at Dublin Airport.

His Cork start-up in 1969 would probably have been predicted by those who knew him, for in the early 1960's he went through the procedures with British Airways to become an airline pilot but was not to be selected.

Lest anyone thinks that flying is only for the super rich with plenty of time to spare, Tony explained that on average a "newcomer" would take his or her first solo flight after only 10-15 hours flying and a 40 hours minimum (of which 15 hours must be solo) is required for a private pilot's licence. The cost is about £25-£40 per hour (the instructor is unpaid) and most people would fly about 20 hours a year. So £1,600 and 40 hours spread over two years is well within the bounds of possibility for many people.

Tony enjoys teaching others to fly, most beginners starting in their 20's. However, his "most unlikely" beginner was a solicitor who started in his 50's.

One attraction for the mobile is that an Irish private pilot's licence has parity with over 70 countries worldwide, including the majority in Europe and America. As well as a flight test there are four one-hour examination papers to be passed on meteorology, theory of flight, air law and navigation.

If one really wants to get into it and own your own plane, Tony rekcons that a second-hand 4-seater will cost from £10,000 upwards or a brand new fully equipped one would be £70,000. However, many pilots are content to stay with the 2-seaters and hire them as and when they want to fly.

There are about 800 pilots in Ireland and, in addition to Dublin Airport and Weston, there are clubs in Kilkenny, Cork, Shannon, Letterkenny and Birr, so wherever you are there is probably a club not too far away.

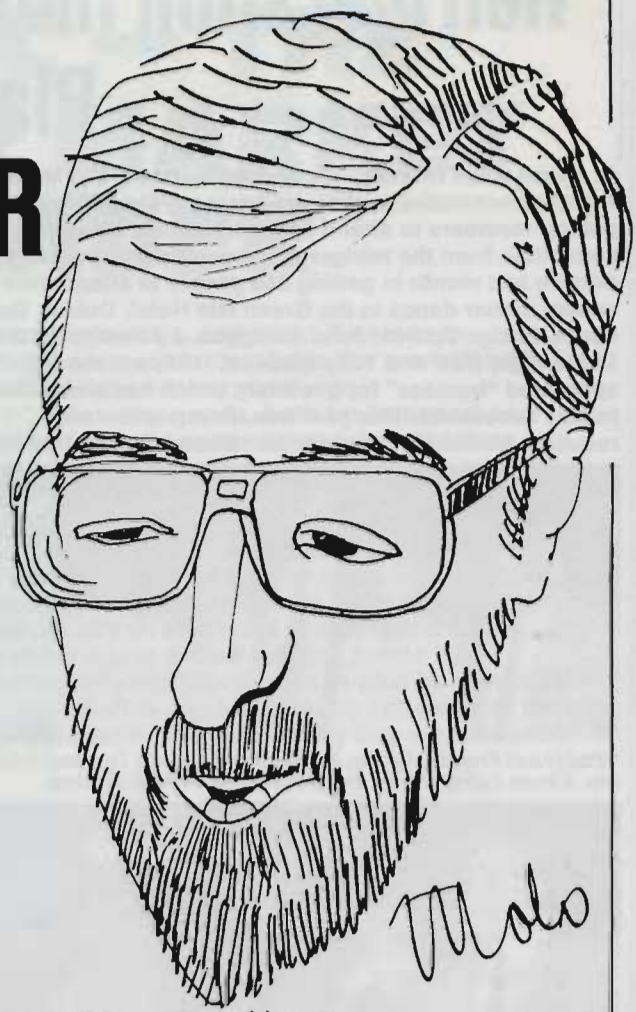
Tony has used light aircaft in the course of his work to Sligo, Galway, Shannon and Kilkenny and says "there are plenty of light aircraft fields around to land — or there's the beach at Rosses Point, Sligo!" He also maintains that, with a return cost from Dublin to Shannon of around £80, it can be more or less comparable to car petrol costs, never mind the time saving.

Tony has yet to get to the European Commission's own flying club in Brussels, as no doubt the first six months has been spent hard at the grindstone, but equally the European skies will greet him before 1987 comes along.

He has also yet to obtain his twin-engine rating as, at £70 per hour, it is a little expensive, but he would be "credited" with some flying time for his single-engine experience, needing to notch up another 10 hours. Helicopters are more difficult and more expensive again — he would need to do some 30 hours and the cheapest costs around £100 an hour so it could be a while before he's known as "Chopper" Knott!

In the meantime, he is enjoying his time in Brussels, but when 1st October 1987 comes around, what would he like to do? "It would be nice to work for an engineering company with its own aircraft in a job that involved flying!", he says.

GUEST WRITER



Architect /Service Relationships

Owen Lewis

Parodies of the architect/services engineer relationship enjoy widespread currency and it can sometimes be difficult to recognise any area of common interest between the two sets of designers. Obviously, there tends to be a divergence about space within the building — one side seeking convenient routes and adequate rooms, the other having to minimise non-lettable areas and integrate the extensive range of modern services in the building fabric. While the public expect a high level of building services, few wish to live or work in "Centre Pompidou"-like structures.

For related reasons architects increasingly seek full drawings showing ductwork, pipework, valves, etc and not just diagrammatic layouts. However, this is difficult to arrange especially where specialist sub-contractors undertake part of the design.

Engineers complain that they are consulted excessively late in the design process, when many matters of direct relevance to an efficient services installation have already been decided. Architects have been heard to say that few services consultants are equipped to enter into discussions concerning preferred options at the conceptual stage of design, the "don't worry, we'll fit the pipes in somehow" attitude being widespread.

The need to give more attention to energy-related matters has highlighted deficiencies in the relationship. Better informed decisions are needed about the u-value of the various elements and their thermal capacitance, orientation and its effects, and the glass-to-external wall ratios; then there is scope for effective collaboration between engineer and architect. We will look to the engineer for initiatives on the alternative energy sources and methods of heating, heat recovery and more sophisticated controls — all in the context of an economic evaluation which can encompass the service life of the building and, as a result, proposed a minimum-cost solution. Of course there is a difficulty here, in that the service engineers' fee-scale doesn't provide for this type of involvement: a problem which must be addressed.

In service-intensive buildings such as hospitals and certain factories over half (and maybe two-thirds) of the total cost may be for the service systems. IDA officials and others have from time to time sought to debate whether it might be more appropriate for the services consultant rather than the architect to lead the design team for such a project. Such arrangements have been unusual in Ireland, and even the few multi-disciplinary practices have become scarcer during the present recession. Project managers, however, show signs of being willing to upset hitherto established relationships.

Problems may have arisen in the past as a result of differing backgrounds and level of qualification between architects and services engineers. The field of building services has suffered something of the fate of the "poor relationship" within mechanical engineering in the university over the years, but change is now taking place. The course in the College of Technology in Dublin is being extended to one of degree level. Indeed, the professional body has recently achieved chartered engineer status with the change of name to the Chartered Institution of Building Services Engineers.

In passing, it would be good to see the Irish branch of the CIBSE giving a lead in calling for official action to improve the efficiency with which energy is used in buildings. Somehow, energy conservation seems to have become "old hat" in Ireland, but there is scope for the H&V industry to create useful employment while undertaking nationally important work in reducing waste and increasing competitiveness.

It is high time we took notice of the schemes run by the British Department of Energy's Energy Efficiency Office. These schemes include a subsidy for brief energy surveys, a subsidy for extended surveys of energy consumption and potential saving techniques, and the Energy Conservation Demonstration Project Scheme in which new technology is introduced and monitored, with wide publicity being given to the resulting energy savings so that reproduction of similar schemes is encouraged.

At the level of the individual building design project, the objective of improving relationships and collaboration within the design team is a challenging one. It has been suggested elsewhere that closer professional education with certain common courses would be desirable. But this is an option unlikely to be available here in the forseeable future. The more practical and immediate approach is to seek to engender common cause among the project design team so that both architect and engineer share the same objective.

Maybe, if we're lucky, the role-playing and stereotyping of the professions will become a thing of the past.

Refrigeration Industry at the Green Isle . . . Playing it cool

At a time when formalised trade associations and other such representative bodies are having great difficulty in getting members to attend social functions, an ad-hoc committee from the refrigeration sector performed a minor miracle last month in getting 350 people to attend their annual dinner dance in the Green Isle Hotel, Dublin. Des Byrne, Fridge Spares; John Sampson, J J Sampson; Gerry McDonagh, RSL and Tony Madden, HRP, are the self-appointed "trustees" for this event which has always been hugely successful. This year was no exception with requests for tickets having to be refused. As per tradition, the emphasis was on enjoyment and fun with the formalities kept to an absolute minimum. So much so in fact that there were no such things as a "top table" and the like. The nett result of this attitude is an over-subscribed event for which the guests pay a mere £10 per head to cover the meal, entertainment and a host of spot prizes which are presented throughout the course of the evening. Perhaps there's a lesson for others here. *Irish H & V News* were also in attendance and the following are a representative selection of the photographs taken prior to the meal.

• *Paddy and Francis Murphy, P J Murphy & Co with Tom and Josie Kierwin, Kirwin Refrigeration; and Deirdre and Donald Sweeney.*

• *Gerry and Helen McDonagh, RSL with Des and Nel Byrne, Fridge Spares; and Maria and John Sampson, J J Sampson.*

• *Mark and Betty Kelly with Mary and Jimmy Doyle, all of Flair Refrigeration.*

• *Matt Daly, Apex Refrigeration with Doris and Ray Heffernan, Ray Refrigeration.*

• *Maurice and Imelda Keane, Wonder Refrigeration; with Derek and Nancy Ivie, Refrigeration Services.*

• *Enda and Mary Walsh, Lucan with Sharon Byrne, Fridge Spares and Sean Eagers, CPI, Lucan.*

• *Pauline and Kevin McFadden with Bernadette Peeler and Gerard Marsh.*

• *Nuala and John Coyne, Coyne Refrigeration.*

A MARLEY SYSTEM FOR ALL APPLICATIONS

Whatever the architectural style or physical requirements, there is a Marley eaves gutter system to suit every building. Marley Flooring & Plumbing Ltd of Lucan, Co Dublin, provide four complete systems — Half Round, Deepflow, Flowline and Classic — together with a full technical advisory service, so Marley have the answer for all rainwater problems. The Half Round, Deepflow and Flowline systems are all manufactured in Lucan by Marley Extrusions Ireland Ltd and carry the Guaranteed Irish symbol.

Marley Half Round: The Marley Half Round eaves gutters in UPVC offer three complete systems: 100mm (4") gutter with 68mm pipe; 125mm (5") gutter with 68mm or 81mm pipe; and 150mm (6") gutter with 110 pipe.

The 150mm system has recently been made available in black so that all three systems now offer a choice of black or grey.

All three systems use the well proven Marley Gutter Joint with separate jointing strap located between notches on the spigot and socket. The strap compresses the gutter spigot down against the synthetic rubber seal which is secured in every socket. When correctly assembled the joint cannot pull apart and it will absorb the expansion and contraction of the gutter while maintaining a watertight seal.

Marley Deepflow: The Marley Deepflow system is a 110mm x 75mm deep semi-elliptical UPVC gutter designed to produce improved gutter jointing, better self cleansing flow characteristics and increased capacity.

Deepflow gutters are joined by the spigot, synthetic rubber seal and socket method and two systems of UPVC downpipes and fittings are available: a circular 68mm range and a 65mm square design, both in white, grey or black.

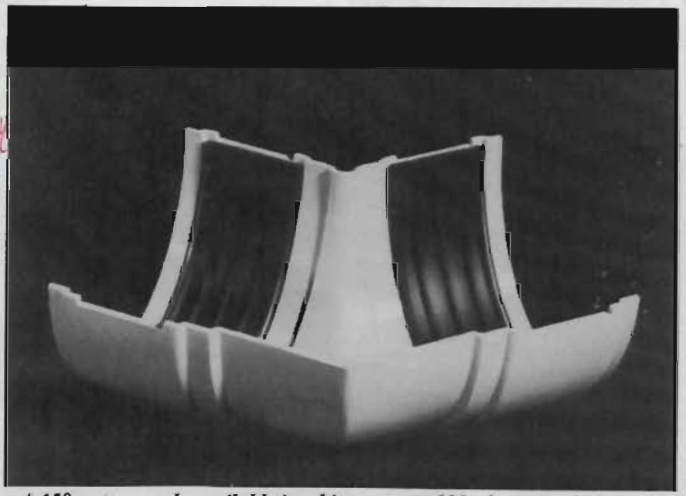
The dimensions of the Deepflow gutter produce a maximum flow capacity equivalent to that of a 150mm nominal half round gutter.

UPVC — THE CLEAR MARKET LEADER

Plastics now shape our world in multiple ways, and when it comes to rainwater drainage systems, UPVC has come to dominate the market, with cast iron all but disappearing as did lead so many years ago.

The lightness in weight of UPVC rainwater goods, both for transport and site handling and erection, combined with its competitive price structure and variety of profiles, has ensured the material's hold on the market. In addition, with the main suppliers all manufacturing in Ireland — Marley in Lucan, Unidare in Dublin, Wavin in Balbriggan and Uponor in Cork — upvc gutters and downpipes are in most cases Guaranteed Irish products.

Some market share has been taken in the past year or so by "continuous" aluminium guttering extruded on-site, but problems have been encountered, particularly at corners (which are usually riveted) and at downpipe connections, as well as through water being pulled into the fascia by capillary action with consequent degredation. Sections can also be damaged by ladders and repairs — if possible at all — necessitate the call-back of the installer, whereas upvc sections can readily be replaced by any maintenance personnel.



• A 45° gutter angle available in white, grey and black to match the colour range of Marley Deepflow, one of several Guaranteed Irish eaves gutter systems available from Marley Flooring & Plumbing Ltd of Lucan, Co Dublin.

Marley Flowline: Marley Flowline presents all the same practical benefits as Marley Deepflow in reducing the number of rainwater pipes required on each installation, with consequent savings in the cost of underground drainage pipework. In addition, Marley Flowline incorporates an improved jointing system.

The well-proven notch technique is preserved to control thermal movement of assembled lengths of gutter, but separate gutter straps are replaced by integral retaining nibs on injection moulded fittings. A synthetic rubber seal is fitted in a deep moulded recess within the socket of gutter fittings, and no adhesive is required to secure the flexible seal in position.

The 116mm x 60mm deep box-gutter shape of Marley Flowline provides engineers and builders with a choice of profile and also produces a maximum flow capacity of 1.33 litres/second when fitted level with an outlet at one end.

Marley Flowline gutters, 65mm square and 68mm circular downpipes and fittings are available in brown, black, grey or white.

Marley Classic: By virtue of its 120mm x 75mm deep basic box section, the UPVC Marley Classic gutter ystem is complementary to Marley Flowline. However, its moulded 'ogee' style front offers an architectural effect that is much in demand.

The complex shape makes the compression method of jointing unsuitable and moulded gutter fittings therefore have short solvent weld sockets which provide slots to receive spigot ends of gutters.

Special consideration must be given to accommodate thermal movement of the solvent welded gutter assembly. This is achieved by ensuring that stopends are free to move and by fitting the appropriate number of expansion unions. Provision for expansion and contraction must be provided between all fixed points where the gutter length exceeds 3 metres, and an expansion union must always be located between two outlets irrespective of distance.

Marley Classic gutters and fittings are available in black or white and can be used in conjunction with either the 65mm square or 68mm circular range of downpipes and fittings.

Marley Service: Detailed product brochures on all four systems and a full technical advisory service are available from Marley Flooring & Plumbing Ltd, Tel: 01-280691; Telex: 25155.

(See Advertisement for Enquiry Code No).

Superline Reigns

No discussion of rainwater systems would be complete without reference to Superline, the 5" uPVC system developed by Wavin, Ireland's leading manufacturer and principal innovator of PVC pipes.

Launched over a year ago, this attractive-looking system has firmly established itself as a major product in the building industry. It is now stocked by over 100 trade distributors throughout the country, and, as seen in the recent Octabuild Exhibition in which Wavin participated with seven other major manufacturers of building products, interest in the system is growing continually.

"One of the highlights of the exhibition", said Larry Carr, Marketing and Sales Director, Wavin Ireland, "was the reaction which we received to Superline from builders all over the country. "It is clear", he went on", that all those who have used Superline since its introduction have found it to possess all the necessary qualities required of an efficient rainwater system".

Trade reaction like this is proof without doubt that Wavin's claims for this innovative product have been borne out. These are, quite simply, that Superline looks better, performs betters and can be fitted easier than traditional systems.

In the first instance, Superline is a Kitemarked system which means that it is manufactured, like all other Wavin products, to the highest standards of precision under internationally recognised testing procedures. Thus, the builder is guaranteed a quality, lasting product.

Superline's specially-designed outlet is another feature which contributes to its popularity and success with today's builder. The outlet throat is sloped towards the spigot creating a funnel shape which accelerates the flow of water into the downpipe. Independent testing has shown that water will run away at least 40 litres per minute faster with the Superline outlet than with traditional outlet designs.

Because the funnel-shaped outlet drains water faster the flow capacity of the gutter is increased. Superline gutter has a flow capacity up to 70% greater than 11mm/4½in nominal half round gutters. But as it is the shape of the outlet which determines how quickly water runs away, the gutter can still be drained by 68mm downpipes.

Superline's improved flow capacity means that a roof area of up to 75m^2 can be drained with the gutter laid level and only one end outlet. With a single centre outlet, this roof area can be increased to 151m^2. As a result the gutter can be positioned just below the tile line, preventing water which is running off the roof from being blown under the roofing felt and on to the fascia board. In addition, Superline's wider 125mm/5in gutter collects rainwater more efficiently.

Other attractive features of the system include flexiclip joints which incorporate fixed rubber seals, thereby ensuring secure and easy jointing. In addition, Superline's newly designed aperture sockets make sure that unsightly cuts are done away with. The need for additional fixtures and fittings is also eliminated because Superline can be fitted directly to the fascia.

Once in position, Superline will not only function more effectively and efficiently for you, it will also enhance the appearance of the building concerned because it allows gutters to be laid level and reduces the number of downpipes required.

(See Advertisement for Enquiry Code No).

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STREAMLINE FROM UNIDARE TERRAIN

New Streamline sets the standard in every aspect of large capacity rainwater design. Its performance is unequalled — taking 75mm/hour as the rainfall intensity, it can drain a remarkable 246m^2 more if the gutter is laid to a fall.

Streamline's extra capacity gives one direct economic benefit. Fewer downpipes are needed for any given roof area. That not only saves on the pipework itself, it also saves the cost of connections to the buried drain system.

Streamline has been designed throughout for swift, simple installation — saving yet more by speeding up sitework.

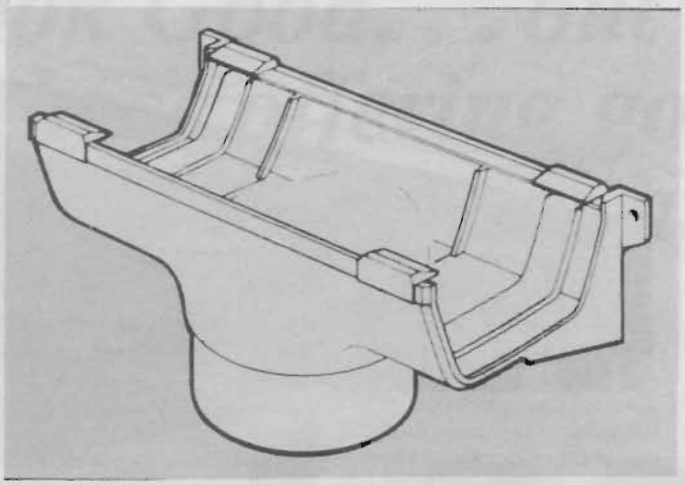
As well as giving extra capacity, Streamline's unique profile also gives extra strength.

It's very strong yet light, providing all the toughness needed for industrial and agricultural situations.

Streamline is made from high quality UPVC in one of the most modern plants of its kind in Europe. Stringent quality control is applied at every stage.

It is available in black, rustic brown and white and offers a choice of no less than four downpipe systems — 62mm sq, 75mm sq, 82mm round and 110 round. The smaller are less obtrusive, the larger are more rugged. The choice is yours.

Details from Unidare Ltd, Jamestown Road, Finglas, Dublin 11, (Tel: 771801).



• Unidare Terrain running outlet: Spigots of 2353.6.3 and 23536.4 respectively accept 82mm and 110mm round downpipe.

Yip Modify Outlet

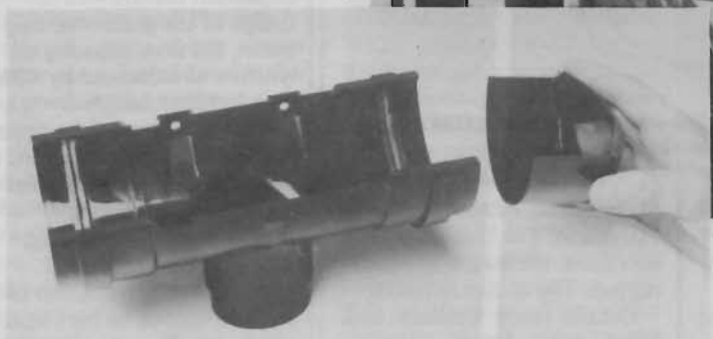
When IMI Yorkshire Imperial Plastics launched the redesigned PVC rectilinear rainwater system last year an important feature was the design of the gutter running outlet, the flow capacity of which was increased by 40% as a result of design innovations. Now the system has been further redesigned to permit greater flexibility for connecting to either a downpipe or offset fitting.

The new modification involves the introduction of a stepped section to the outlet of the fitting. This enables the outlet to be connected directly to a 65 mm square downpipe

or, where an offset is used, to make a snug-fit directly into the socket.

Available in black, white and brown, the YIP Rectilinear Rainwater system has a stylish appearance.

Eamonn McNamara, National Sales Manager Building Products for YIP in the UK said, "this is a part of the attention to detail which YIP applies to all products. A process of continuous development and refinement ensures that the customer receives the best possible system to meet any application and simplify installation".



• *Above: The Blackrock Shopping Centre, the best dressed building in Blackrock, is wearing Marley. The Marley PV classic ogee gutter system adds decoration to architectural styles.*

• *Left: Gutter running outlet and internal stop end recently launched by IMI Yorkshire Imperial Plastics.*

Outlook Good. . . but only for those offering good design, equipment and service back-up

The industrial refrigeration industry in Ireland has a varied record of growth and fragmentation. At present it benefits from increased low temperature intervention storage requirements for meat and dairy products, and also by the need for increased storage and display refrigeration in the growing supermarket trade.

The industry has been quick to adopt the best ideas and equipment from home and overseas sources, but very tight pricing levels have inevitably forced some companies out of business, and we have subsequently seen many small companies appear, some of which have very little commitment to good design and after-sales service, while others with good management and experience are a credit to the industry.

The contractor has a wide range of standardised compressors and heat exchange equipment available which makes his component selection easier, but unfortunately litttle of this equipment is produced in Ireland. Exceptions are copper tube heat transfer products, some pressure vessels, electrical control design and panel manufacture, and packaged equipment made from combinations of home and imported materials.

Industrial refrigeration plant generally uses the vapour compression system with ammonia or a fluorocarbon refrigerant and an electric motor driven compressor. When waste heat or other source of energy is freely available, an alternative prime mover or different type of system may require consideration.

Since the early 60s, low-temperature refrigerants have been available, and together with subsequent improvements in compressor and motor design, have simplified low temperature systems. In particular, hermetic and semi-hermetic compressors now operate reliably under previously practical conditions. Likewise, associated heat transfer equipment has gradually improved through better manufacturing techniques and greater understanding of the mechanics of heat transfer.

During this period the twin rotor screw compressor was developed and applied to the refrigeration industry, initially in a limited range of large sizes for applications where multiple piston machines would generally otherwise have been used. From the early 70s on, large numbers of screw compressors have been installed in Ireland due to the increased availability and the proven reliability of the basic design. Most have been installed in the meat, poultry, and cold storage/freezing industries where the large low temperature cooling duties require high volumes of low density refrigerant gas to be pumped.

Towards the end of the 70s, these compressors were available in both vertical and horizontal open drive form for use on all common industrial refrigerants, and my own company develop a single screw positive displacement machine which, at the present time, is in use throughout the world in wide-ranging applications.

Screw compressor development continues to the present where small to medium size horizontal and vertical open drive machines are now available for all refrigerants, including semi-hermetic machines for use with the fluorocarbons.

The increasing need for competitive systems with optimised running costs has placed a greater responsibility on the design engineer to ensure the client is getting the best plant for his requirements. Fortunately, much published material is available detailing cooling characteristics of various products, and with increasing computer assistance, the present day engineer is better equipment to determine with greater accuracy the cooling requirements before proceeding with system design.

Plant operation is also increasingly benefiting from computer assistance, and control systems are now available to study varying plant load requirements and frequencies of operation, and select the most economic running conditions.

Increasing emphasis on quality control and finished product appearance, especially in the food industry, has produced much specialised equipment for cooling and freezing to preserve the shape, colour, and texture of the produce. Early examples were fluidised bed freezers which made the individual quick-freezing of peas and diced vegetables possible. Since then, equipment has been developed to automatically handle a wide variety of products in varying shapes and sizes for continuous throughput to suit production line requirements.

Cold room design has been facilitated by present insulation and structural systems using prefabricated insulation panels with various core materias and alternative facings to suit interior and exterior applications. Likewise, stacking heights increase, made possible by automatic and semi-automatic handling systems,now able to operate reliably in the low temperature conditions. Fully automatic computer-operated cold stores are now possible.

Alongside the developments of better equipment, more efficient cooling processes and better controls, there is an increasing need to recover the heat rejected by refrigeration plant which generally goes to waste. Most new designs now incorporate some form of heat recovery system which may be used to upgrade water temperatures for washing or boiler feed water, etc and fortunately most existing plants can benefit from the addition of suitable equipment.

With the increasing size and sophistication of modern industrial plant, suitable training for customer plant engineers and the contractor service engineers is increasingly important. Training courses are available and some of the larger companies in the industry, including my own, operate their own schemes. These cover practical experience with equipment, as well as refrigeration and control theory.

For the efficient company offering good design, equipment, and service back-up, the outlook is good with an expanding future ahead, both in the home market and abroad.

* *Colin Huggett, CEng, MIMechE, MInstR, is Projects Manager with APV Hall (Ireland) Ltd. He has extensive experience in refrigeration and is generally acknowledged to be one of the foremost authorities within this sector for the H&V industry.*

PRODUCT REVIEW: REFRIGERATION

The Importance of Maintenance

The following text is an extract from a paper by Frederick Cooney, Chairman of the Reconair Group which was delivered to a recent meeting of the Energy Managers Association. The subject matter of his presentation was "The Efficient Operation and Maintenance of Industrial Refrigeration Plants".

"It is my belief that the two subjects which form the title of this paper are indivisible and therefore, to discuss them as separate subjects, is impossible. However, I have attempted to divide the material under each heading, starting with maintenance.

"Before proceeding into detail, a few observations which are necessary to explain the perenial nature of this paper. Freon refrigeration plants are used in a vast variety of product duties and application methods from the liquification of gas fuels to food storage and testing of silicon chips to air conditioning of computer environments. The total span of this most versatile of products is so numerous, that it is possible no single expert exists who is aware of all developments in the field of its use.

"The word 'efficient', which prefixes each heading, infers that we are considering improvements in our approach to operation and maintenance, which will decrease our power consumption, while maintaining the original design conditions for our product. Maintenance is considered a necessary evil by the vast majority of plant operators.

"However, this area is essential to efficient operation since a neglected system will continuously increase its power consumption and will also require major overhauls which, if examined, will be every bit as costly as routine maintenance over an extended period.

"Head pressure or condensing temperature is often ignored so long as the refrigerating requirement is being met; this is a mistake as it has a resulting effect which raises power consumption, regardless of whether it is high or low. First let us look at low head pressure: since our expansion valve or metering device to the evaporator is an orifice, it is dependant on pressure differential for throughput of refrigerant quantity and low head pressure reduces the quantity which in turn starves the evaporator producing two effects:

(1) drops the evaporator temperature which can produce spot freezing which will progress until the entire surface is blocked;

(2) reduces the capability of the system to deal with the duty thereby extending the operating time period required to carry out the work load, (shortage of refrigerant);

"High head pressure is the more common and has a more subtle effect which is more costly in operating expense than low pressure. Firstly, it is more expensive to produce this higher pressure in the compressor. The extra power is converted into heat which is carried by the gas when the heat arrives at the expansion valve/evaporator and more of the liquid body must be used to remove it from the evaporator, thus reducing the refrigerating effect available for productive work. In other words, you are consuming extra power for unnecessary pressure and heat which you must remove through the normal operating cycle — this is a very expensive process. Now let us see what may be causing the higher pre-

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ssure. Typical causes are:-

(1) An incorrectly set operating device in control of head pressure;

(2) Heat rejection surfaces fouled up reducing their capacity to reject heat. This item has a possible secondary effect.

"Let's assume an air-cooled condenser with say, four fans and only two of these operate normally; as the surface fouls up an extra fan will be required initially and finally all fans will be required. You have, therefore increased your operating expenses needlessly as the horse power is merely compensating for dirt which can be cleaned off.

"High head pressure is also responsible for quite a lot of oil carry-over problems as high pressure also produces higher than usual temperature. In the compressor cylinders the high temperature atomises the oil into a finer mist which is easily passed by the cylinder ring allowing it to mix with the refrigerant and be carried around the system. Oil in the evaporator reduces its efficiency and again extends the plant operating time increasing the power consumption and overall costs.

"It is, therefore, essential that all heat rejection surfaces be kept clean.

"Oil consumption is not similar to an internal combustion engine where it is burnt and leaves the system with the exhaust gas. In a refrigeration system the oil is deposited in the evaporator/condenser and pipework. The cause of its loss should be investigated as it has a detrimental effect on all heat exchange surfaces and at worst may cause compressor seizure — the most common cause are compressor piston ring/valve plate breakage or wear and as stated in head pressure high temperature breaks it into smaller particles allowing it to pass into the gas. In some cases it may not be possible to halt oil carry-over and consideration should be given to adding an oil separator in the discharge line which will return the oil to the sump.

"Compressor efficiency is essential to effective use of the horse power consumed and its pumping capacity should be tested at least once per year. The test is very simple — shut off the refrigerant supply and bypass the low pressure safety for the duration of the test. The compressor is then operated until a vacuum of 25" mercury is achieved. Should your machine be unable to achieve this or close to it then your compressor requires an overhaul. It should be able to hold this difference between discharge and suction for a reasonable time period when stopped and should only equalise gradually. After the test remember to remove bypass from the low pressure switch."

(See Advertisement for Enquiry Code No).

ALCO DEFROST EARLY

Through a new concept in defrost control, Alco offer the CDDC range which initiates defrost when frost actually builds up rather than the traditional methods using fixed time initiation only.

Using an infrared beam, the sensor looks at the actual ice thicknes and when the optimum point is reached triggers the defrost sequence.

Energy is saved by eliminating unnecessary defrost cycles and refrigerated product quality and shelf life is improved by reducing the number of temperature "shocks".

CDDC is a versatile control which can connect to both new and retrofit applications.

Alco tests indicate energy savings on defrosts of 50% or more.

(See Advertisement for Enquiry Code No).

PRODUCT REVIEW: REFRIGERATION

• *Zanotti Uniblock packaged refrigeration unit from RSL.*

ZANOTTI UNIBLOCK – EVERYTHING FROM ¼ TO 50 HP

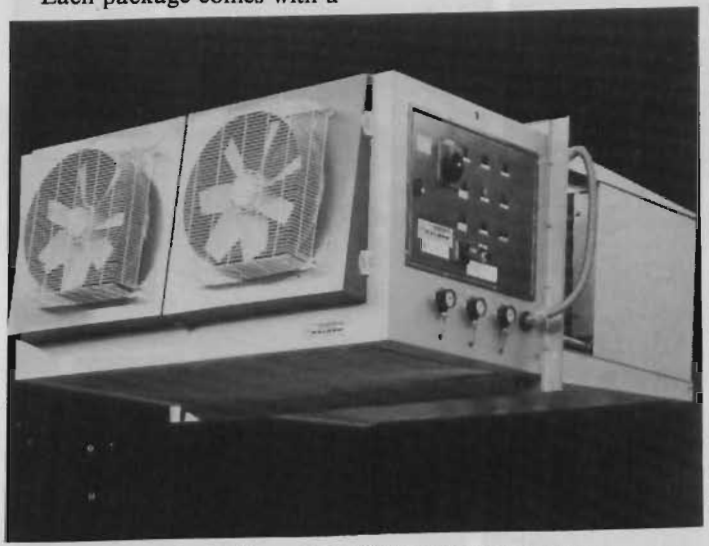
Zanotti Uniblock packaged refrigeration systems cover the range from ¼ to 50 HP. They come completely factory-assembled, tested and charged with refrigerant. The only installation required is cutting an appropriate hole in the coldroom wall, positioning in the Uniblock unit with supplied fitting clamps and connecting the electrical supply.

Zanotti have the largest range of this type unit available and were one of the original instigators on the idea.

Each package comes with a very high specification such as coldroom lights, temperature and mode indicators, suction regulators and accumulators etc.

Besides the cost benefit, the main advantages are that it is accepted that factory-assembled and tested units require less maintenance than those assembled in the field where conditions for evacuation etc are usually less than ideal.

(See Advertisement for Enquiry Code No).



• *Another style in the Zanotti Uniblock packaged refrigeration range from RSL.*

REFRIGERATION COMPONENTS FROM HRP WALKER

HRP Walker is a wholesale distributor of refrigeration equipment and components throughout the 32 counties of Ireland. A division of Walker Air Conditioning Ltd headquartered in Dublin, HRP are conveniently located on the Dublin Industrial Estate with a further outlet at Dundonald, Belfast.

Tony Madden has responsibility for the entire sales operation, assisted in Dublin by two representatives namely, Mike Nolan and Colin Rooney and by Stanley Reid, the internal sales and stores controller in Belfast.

Two of the major product lines carried by HRP are Prestcold and Searle. The first, Prestcold, are refrigeration compressors and condensing units. These are used in a wide variety of commercial and industrial applications including shops and supermarkets and in the process industry for fish freezing, cattle chills, food and water chilling and ice making.

The second line of equipment is a wide range of Searle refrigeration coolers. Again these are for commercial and industrial applications all are for use with the Freon group of refrigerants. In addition to this, remote air cooled condensors are available for refrigeration and air conditioning installations. Typical applications for Searle cooler products, range from beer cooling rooms, to frozen goods stores in supermarkets, storage of food products including meat and poultry. There is also a competitive range of coolers for butchery rooms and all other chiling and freezing processes.

Also readily available from the Dublin warehouse is a fully comprehensive range of refrigeration in components for all commercial refrigeration installation. The stock includes refrigeration engineering service tools, test equipment, refrigerant gas, copper tubing and controls, in fact every type of component required to carry out a refrigeration contract.

• HRP Walker shared a stand with Walker Air Conditioning Ltd at the recent IhVex Show where they displayed the new product ranges manufactured by Searle and Prestcold.

Keen interest was shown in the Prestcold C4 and C6 compressor and air-cooled condensing unit. The main attraction of the new version is that it now starts at 10 HP and goes up to 25 HP and offers a range not previously available from Prestcold.

Also exhibited was the new Searle DM remote air cooled condenser which has a range of different fan speeds for reduced noise consideration and greater fexiblity. This model supercedes the MRC and is extremely cost competitive. Through improved manufacturing technology the new MDM costs 20% less than its predecessor but with previous quality maintained.

(See Advertisement for Enquiry Code No).

NEXT MONTH

Features scheduled for next month's issue are Boilers and Burners — industrial and commercial; and Grilles, Louvres and Ducting.

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IHVEX '85 REVIEW

• GRUNDFOS PUMPS: Eddie Collins, TD, Minister of State at the Department of Energy with Pat Codyre, Director, Irish Trade & Technical Exhibitions (ITTEX) Ltd; and Dermot Murphy, General Manager and B Costelloe, Sales Representative, Grundfos.

• ROTHENBERGER: Malcolm Herriott, UK office, with Denis McGrath, Tony Burgess and Steve Clarke, all of Rothenberger.

• OWEN O'BRIEN: Jim Butler, Curzon Providers, Swords with Owen O'Brien.

• GENERAL STEEL PRODUCTS: Tom Callaghan, Irish Industrial Fabricators with Peter Colman, General Steel Products.

• G T PHELAN: Gerry Phelan, Managing Director, G T Phelan with Eddie Collins, TD, Minister of State at the Department of Energy.

• UNIDARE: Denis Walsh, Unidare with Eddie Collins, TD, Minister of State at the Department of Energy and Dan O'Connell and Eddie Green, both of Unidare.

• PIONEER RADIANT: John Sullivan, Pioneer Radiant with Trish Nolan (former Miss Ireland); Eddie Collins, TD, Minister of State at the Department of Energy; and Brian Mulhare, Pioneer Radiant.

• HDS MANUFACTURING: Pierce Tiernan with Peter Lambe, HDS Manufacturing.

• C&F: Michael Melligan, Director, C&F Ltd with Eddie Collins, TD, Minister of State at the Department of Energy.

• IRISH INDUSTRIAL GASES: James Lawlor, AnCO, Finglas, with Peter Lambe, Irish Industrial Gases.

Quality Attendance at IhVex '85

While the attendance at IhVex '85 was down somewhat on the show of two years ago, the vast majority of exhibitors reported a very satisfactory end result. To an extent, the atmosphere reflected the current depressed trading conditions but those visitors who did come to the show were seriously looking to do business. Hence the satisfied conclusion for all participants with a half dozen or so reporting exceptional orders. Admittedly, these were in the minority. Nonetheless, the show did perform much better than even the most optimistic predictions one could have expected given the present circumstances.

One of the highlights of IhVex '85 was the specially-organised lecture on quality control which was held on the second day of the show. Here Brian Moss, Managing Director of Nu Aire and the acknowledged expert in this field, delivered an exceptionally enlightening paper on the selected subject matter.

Even more encouraging was the audience mix in attendance. This included consultants, contractors, distributors, students, energy managers and even a few architects. The immediate replies by Michael Moloney, Michael Buckley, Sean Mulcahy and P J Doyle initiated a very stimulating discussion period.

However, perhaps the most tangible and constructive element to emerge was Bill Burns offer, on behalf of the National Standards Authority, (IIRS), to set up a new committee to investigate the possibility of including a Standard for "quality management in the building services" as part of the Authority's quality standard series.

There were also two competitions run during the show — one by Wilo Pumps and the other by H R Holfeld. The winner of the latter's draw was John Doherty, McGrattan & Kenny, who received a magnum of champagne; while there were three winners to Wilo's competition, each of whom received a portable television. Their names are John M Curry, Curry & Associates; John McShane, McArdle, McSweeney O'Mahony; and Tim Bradford, Heiton McFerran.

• *RIDGE TOOL: Peter Stadmore and Ian Thompson with Jimmy Carr, Ridge Tool Irish Manager.*

• *Eddie Collins, TD, Minister of State at the Department of Industry, Trade, Commerce and Tourism — and also at the Department of Energy — performing the official opening of IhVex '85.*

• *FINHEAT: Eddie Collins, TD, Minister of State at the Department of Energy with Tim O'Flaherty, Managing Director and Brian Maguire, Director, Finheat.*

• *GENERAL INDUSTRIAL MARINE BOILERS: Greg and Martin Renwick, both Directors of General Industrial Marine, with Eddie Collins, TD, Minister of State at the Department of Energy.*

• *RUNTALRAD: Pat Keane, Runtalrad with Pat Codyre, Director, Irish Trade & Technical Exhibitions (ITTEX) Ltd and Eddie Collin, TD, Minister of State at the Department of Energy.*

• *HEAT RECOVERY & AIR CONDITIONING: Jonathan Young, Sales, with Tom Kennedy and Peter Mahon, insulation engineer.*

• *POTTER COWAN: John Murnin, J Murnin & Co with Shay Kiernan; and Brendan Bracken, Potter Cowan.*

IHVEX '85 REVIEW

• SHAMROCK AIR CONDITIONING: Des Buggy, Burlington Engineering with Jim Coffey and Jack Duff, both of Shamrock Air Conditioning.

• JAMES GLEESON & CO: Jackie Gleeson, James Gleeson & Co with Eddie Collins, TD, Minister of State at the Department of Energy with Pat Codyre, Director, Irish Trade & Technical Exhibitions (ITTEX) Ltd.

• DUNHAM-BUSH: Roger Chapman, Dunham-Bush with William Ahern, and Rory Walsh of Reconair.

• TEMPAIR: Gerry McMahon with Damien Parlor, Tempair.

• ULSTER FIRECLAYS: Brendan Bracken, Research & Development and Rita Coyle, ceramicist, both of Ulster Fireclays.

• THERMO AIR: Dick Honing, Managing Director, Thermo Air, with Niels Kleyn; Jerry O'Neill, Sales Representative; Simon Kleyn, Production Manager, Carlow Trade Plant; and Dick Honing Jnr.

• WALKER AIR CONDITIONING: Noel O'Kelly, Liebert with Albert Finnegan, Irish Building Services; Liam Stenson, Irish Building Services and Michael Buckley, Walker Air Conditioning.

• AECAD INTERNATIONAL: Sean Ryan, Managing Director, Aecad International with Dermot O'Connor, M C O'Sullivan.

• WILO: Tony Cusack, Sales Manager, Wilo with Eddie Collins, TD, Minister of State at the Department of Energy.

• EURO PUMPS: Don Lauhoff, Managing Director, Euro Pumps with Eddie Collins, TD, Minister of State at the Department of Energy.

IHVEX '85 REVIEW

• IRISH GOODS COUNCIL: Brendan Carroll, Reconair; with Malachy Loughran, Sandford Engineering; Richard Hamilton, Hamilton Developments; Ciaran McDermott, Scanglow/Myson and Pat Smith, Midland Chemicals. Also exhibiting under the Irish Goods Council banner were Ridgeway Coyle.

• BROOKS THOMAS: Marcella Field, Dublin with Eddie Wheeler and Hugh Howe, Brooks Thomas; and Margaret Mellon, Kildare.

• MASTERAIR: Michael Lynch, Masterair with Paul Tucker, J V Tierney.

• CALHEAT: Ed Cahill, Calheat, with Richard Sullivan, Firebird Boilers.

• COMBEX: John McGuire, Combex with John Mullervy, Hotwork.

• CRAIGAVON HEAT EXCHANGERS: Pat McArdle, East Coast Agent with Director, G A Hatch; and West Coast Agent, James Collery.

• MANOTHERM: Brian Harris, Manotherm with Alan Goulding, Ergas and Graham Brisbane.

• ESB: Colman Kenny, ESB, Dublin South District and Greg Ryan, Marketing Department, ESB, with Eddie Collins, TD, Minister of State at the Department of Energy.

• SAAKE: Michael Brosnan, heating contractor from Castleisland, Co. Kerry, with Malcolm McLachlan, Saake.

• HOLFELD PUMPS: Eddie Collins, TD, Minister of State at the Department of Energy with Jim Grimes, Holfeld Pumps.

New Products

DRAUGHT FLUES

Monodraught Flues (UK) Ltd have announced the appointment of P J Matthews of 134 Lr Baggot Street as their stockists and distributors of the revolutionary Monodraught vertical balanced-flue system into Ireland. The 2'0" high chimney system is ideally suited to oil-fired boilers as well as gas and solid fuel. And the potential for the use of such a system in Ireland is enormous. The Monodraught system consists of a number of precast blocks having a central flue core with its four air ducts cast into the walls of the chimney system.

Since the air intakes are at the top of the chimney directly under the capping the balanced-flue condition is created provided the boiler is housed in a sealed compartment. The effect of downdraught is completely eliminated quite regardless of higher surrounding buildings on a complete chimney system of just 2'0" high. Single storey boiler houses can therefore have all the benefits of balanced-flue combustion and the need to take a tall flue up the outside of the building is eliminated.

A range of twelve different sizes are available ranging from a 6" flue pipe sizes up to 22" flue pipe sizes for industrial boilers and the systems are available in a variety of finishes ranging from stone, brick or lightweight GRP systems.

(Enquiry Code No 55).

CORKBOND

Combining the best from the world of nature with the best from the world of science, an extremely versatile insulation roofboard is now available. It is compatible with fully-bonded felt water-proofing specifications. This new board called Coolag Corkbond has been formulated by the UK's largest manufacturer of high efficiency insulation, Coolag Purlboard Ltd of Heysham, Lancs.

Comprising cork, bonded directly in manufacture to rigid polyurethane foam, faced on the underside with a roller-coated bitumen on glass tissue, Corkbond has distinct advantages when used with a compatible membrane.

(Enquiry Code No 51).

Heat Transfer

Thermon (UK) Ltd, the heat transfer specialists, of Washington, Tyne and Wear, have introduced into Britain their heat transfer cements for use with steam and fluid heat tracing of pipes. These cements are supported by a free design and engineering service.

With Thermon heat transfer cement, an external tracer will heat as efficiently as an internal tracer. External tracing is less expensive, easier to install and maintain, and not subject to cross-contamination with pipe contents.

In addition to their cements Thermon offer various accessories, such as steel banding attachments, galvanised steel channels, cartridge guns and dielectric paint.

(Enquiry Code No 56).

KAMELEON VENTILATOR

Colt International Ltd have announced their completely new range of Kameleon automatic fire ventilators. Named Kameleon, it offers a choice of materials, colour and form which makes it adaptable to any type of structure.

Ideally suited for curtain walling and atria buildings, there are two types of ventilator in the range. The casement version which can be glazed or panelled is designed specifically for vertical mounting and the louvred version which is used in slopes down to 30°.

With dimensions ranging from 0.6m to 2.1m in both width and height, units can be mounted together in modules to give clean, unbroken lines to a building facade or set snugly into cladding or glazing. Pneumatic actuation can be controlled manually, electrically or by any currently available fire detection system according to the application and customer's needs.

Functional efficiency has been achieved with a high exhaust coefficient up to 0.65 dependent upon type and for translucent versions, a light transmission value of 78% or more.

(Enquiry Code No 52).

Clear-fire Ventilator

McKenzie-Martin Ltd, designers and manufacturers of natural and fire ventilators and louvres, have introduced the Clear-fire ventilator — a roof-mounted louvred fire vent. The Clear-fire, which succeeds the MM Fire Vent, enables a high fire venting area to be achieved economically — using a minimum number of units — and is suitable for all roof applications.

Operated by various mechanical, electrical and pneumatic control systems which would normally incorporate either smoke or temperature rise detectors, the units act in the event of a fire to lower roof space temperatures, minimise smoke logging and reduce lateral spread of flame.

(Enquiry Code No 60).

FILLPOINT CABINETS

London Kingsway have redesigned their highly successful range of remote oil fillpoint cabinets. Dimensional amendments to align with metric brick sizes are only part of the story. The internal aspects have been substantially rethought and the box section of the cabinet is now being manufactured from Aluzinc(R) — the corrosion resistant material with up to six times greater resistance to atmospheric corrosion than galvanised steel.

Polycarbonate vandal-proof windows, providing easy viewing, have become a standard fitting on the new models, together with gas dampening door struts. These facilitate easy opening and closing and retain the door in the fully open position.

(Enquiry Code No 57).

• London Kingsway Fillpoint Cabinet.

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IDHE HITS THE HEADLINES

• *IDHE Chairman Harry Pattison with Fergus O'Brien, TD, Minister of State at the Department of the Environment; Tom Quinn, Assistant Director General, Manufacturing Technology Group IIRS; and the principal speakers at last month's IDHE Biennial Convention prior to the commencement of the day-long proceedings.*

The recent IDHE Biennial Convention — the eighth in the Institute's present-day series —was the most successful and rewarding ever with over 80 delegates in attendance. Additionally, there were 23 sponsoring companies, six papers by an excellent array of expert speakers and an address by Fergus O'Brien. All of these factors combined to make a very lively and informative day for those lucky enough to be present.

• *Harry Pattison, IDHE Chairman with Fergus O'Brien, TD, Minister of State at the Department of the Environment; and Virgil Bolger, IDHE Convention Secretary.*

Convention Secretary Virgil Bolger can feel justifiably proud of the end result, as indeed can Chairman Harry Pattison and the other members of the IDHE Executive.

Principal speakers were Chris Davies, IIRS, on "Irish Standards & Domestic Gas Installations"; Bob Couchman on "The Enemy Within"; Bob Rees, IIRS, on "A New Approach To Coal Quality"; D F Cooney, ESB, on "The Case For Electricity"; Vincent Duffy, Irish Shell, on "Domestic Heating — Oil Storage and Handling"; and P Thomas, Hepworth Plastics International, on "The Role of Plastics in Heating Systems".

While all of the papers were equally-well received, it was Bob Couchman's which attracted the media's attention. It was featured on News at One Thirty with a specially-recorded RTE interview with Bob being broadcast on subsequent news bulletin throughout the afternoon.

The main thrust of Bob Couchman's paper centred on the fact that bad domestic heating systems were still being installed because of an "over permissive legislature and ill-informed public".

Bob Rees paper was also picked up by the media, this time the morning nationals and Dublin evenings. With Ireland burning over one million tones of coal a year — and some say very inefficiently — the IIRS is currently working on the compilation of a new coal standard which will grade coal intended for domestic use according to heat output over a certain numbers of hours.

So, all in all, the end result could not have been more satisfying frm the IDHE's point of view. On the one hand participating delegates benefitted from an outstanding presentation of professionally-prepared papers; while, on the other side of the coin, a highly-concerned and responsible image was projected to the public.

• As for the papers themselves, we hope to publish extracts from each in the coming issues of *Irish H&V News* as and when space permits.

Convention Sponsors

The committee of the Institute of Domestic Heating and Environmental Engineers (International) extend their appreciation for the continuing support and sponsorship of the following companies and organisations listed below in alphabetical order. Bord na Mona; BP Ireland Ltd; Brooks Thomas Ltd; Calor Kosangas Ltd; Coal Information Services Ltd; Curzon Providers Ltd; ESB Domestic Advisory Division; General Building Supplies Ltd; Grant Engineering Ltd; Jones Oil Ltd; Heatequip Ltd; Heating Distributors Ltd; Heiton McFerran Ltd; Hevac Ltd; Irish Shell Ltd; P J Matthews Ltd; New Dublin Gs Co; Quadrant Engineers Ltd; P H Ross Ltd; Superjet Ireland Ltd; Tirolia Ireland Ltd; VEHA Ltd.

• *Tom Quinn, Assistant Director General, Manufacturing Technology Group, IIRS, who chaired the morning session of the Convention.*

• *IDHE Committee members Colm O'Connor and Christy Kane with Pat Minogue who chaired the Convention's afternoon session.*

PUMPING

By Pat Lehane

While several exhibitors jostled for best parking position outside the main doors at the RDS to clear stands after the IhVex show, the **Holfeld Pumps** staff squeezed their vehicles into the forbidden main hall. Stand No 1, with its theme "All your pumps from one source", was completely dismantled, cleared and loaded by the team in 22 minutes flat. . . excluding of course the Magnum of Champagne which was presented to **John Doherty of McGrattan & Kenny** as his card was the lucky one to be drawn from the box.

To move 29 different pumps and four Holpak systems is an achievement itself, the Holfeld staff managing to pack the large assortment of signs, plinths, photographs etc . . . thus beating previous achievement of 35 minutes at last year's Burlington H&V Show, and 30 minutes from the first floor Olympia at the London H&V Show in November 1984.

Eight hours to put up and 22 minutes to pull down; well done to the demo squad!

* * *

On the subject of speed, what an excellent night we had at the Phoenix Park Races earlier this month thanks to our invite from **Heatequip Ltd.**

As we entered the course **Terry Delahunty** was on hand to greet his guests as they arrived, especially Charles Haughey who was accompanied by Brian Lenihan.

On entering the **Heatequip/Potterton** marquee all the ladies were presented with flowers while everyone was greeted with a glass of champagne. This champagne, and indeed the choice of any other beverage, flowed freely for the duration of the evening in addition to a buffet service.

• Niels Due Jensen, Chairman of the International Grundfos Group and Dermot Murphy, General Manager Grundfos Ireland, pictured with the new KP range of sump pumps which recently won the prestigious Danish 10 Design Award for '85. The KP range will shortly be made available in Ireland.

At the end of the night's racing complimentary tickets were available to the **Heartbreak** night club in the racecourse complex. However, at this stage my capacity for fun and enjoyment was fully satiated so I returned home.

Nonetheless, I hear that many of the 300 or so guests in attendance did continue the merry-making into the early hours of the morning.

* * *

But now to sadder things. As I write I've just learned that the **Hotwork** situation is impossible with the liquidator — **P T Mitchell & Co** — now appointed.

Mr Mitchell was originally called in simply to investigate the company's situation on behalf of a creditor but what he found resulted in the immediate cessation of trading on 19 April last.

Subsequently, at the creditors meeting held on 13 May, Hotwork was put into **liquidation** and Mr Mitchell appointed official liquidator.

Out of a total of about 30 creditors only 10 were present to hear that, at the very least, the total deficiency for the company will come to **£75,000/£80,000.** Taken in the broad context of other recent liquidations this might seem rather small but, considering the nature of the industry Hotwork was involved in, it is quite a substantial sum.

As one would expect, the main creditor is the **Revenue Commissioner** though again the main industry creditors are owed proportionately substantial amounts considering their size and turnover.

Unfortunately, there is little chance of even the preferential creditors getting paid, let alone those who are unsecured. Even the principal shareholder **Paddy Booth,** who was also Managing Director of the company, is likely to be caught for personal guarantees to the banks and other bodies for something in the region of **£35,000/ £40,000.**

At the meeting on 13 May many of the creditors expressed their **anger at the level of the** deficiency, especially those who supplied goods and services very close to the close of trading on 19 April.

What went wrong? It's difficult to say just yet but it's possible that it is yet another **classic case** of the lack of **business acumen** of some of this industry's smaller employers. More often than not the principal directors are first and foremost tradesmen who, despite being excellent craftsmen, are simply unaware of the complexities involved in running a business in today's trying times.

Hotwork's books had not been written up for a couple of years and it's highly likely that there are some people reading this article whose accounts are in a similar state of confusion. It's vital that such matters are rectified immediately.

Not only is it unfair on yourself and your employees but, even more importantly, it's **grossly unfair** on your product and service suppliers.

• It isn't everyone who can boast to have their own branded champagne but Thermo-Air are an exception. Seen here enjoying their very own "Cuvee Reservee Thermo-Air" are Dick Honing, Managing Director, Thermo-Air; Simon Kline, Production Manager, Carlow; Jerry O'Neill, Sales Representative; and Dick Honing Jnr.

Enquiry Code No. 11

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